

Figure 1

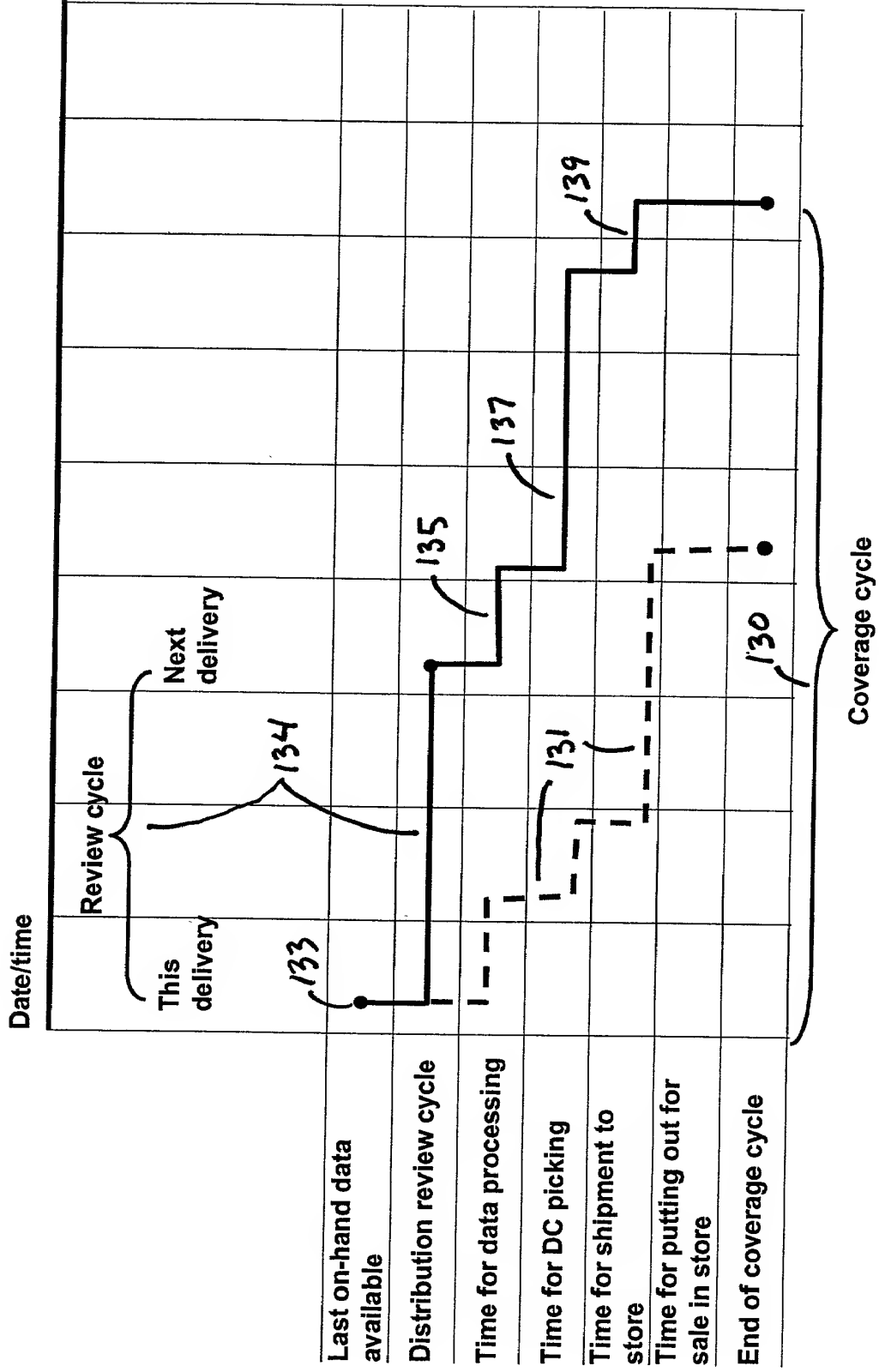


Figure 2

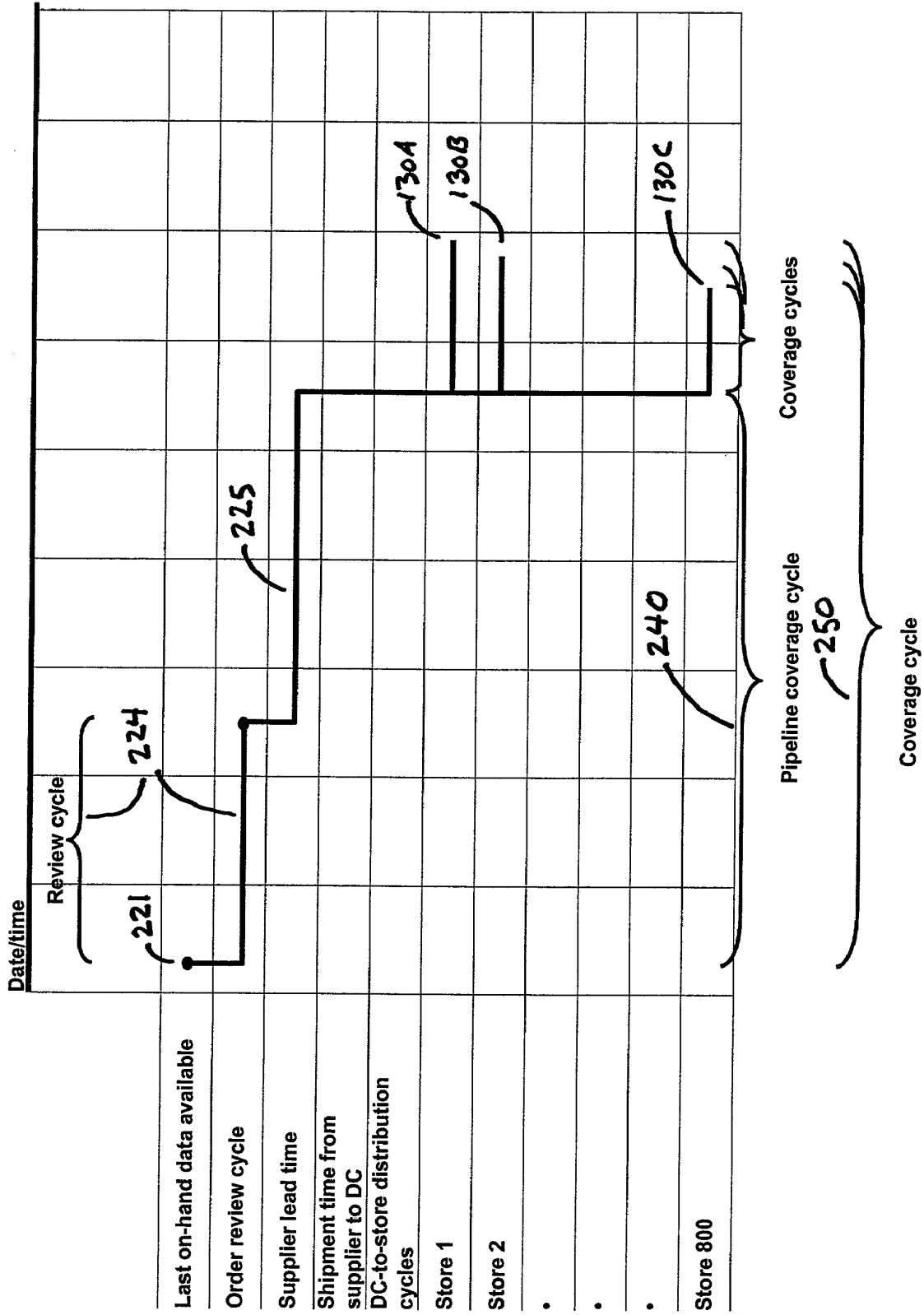


Figure 3

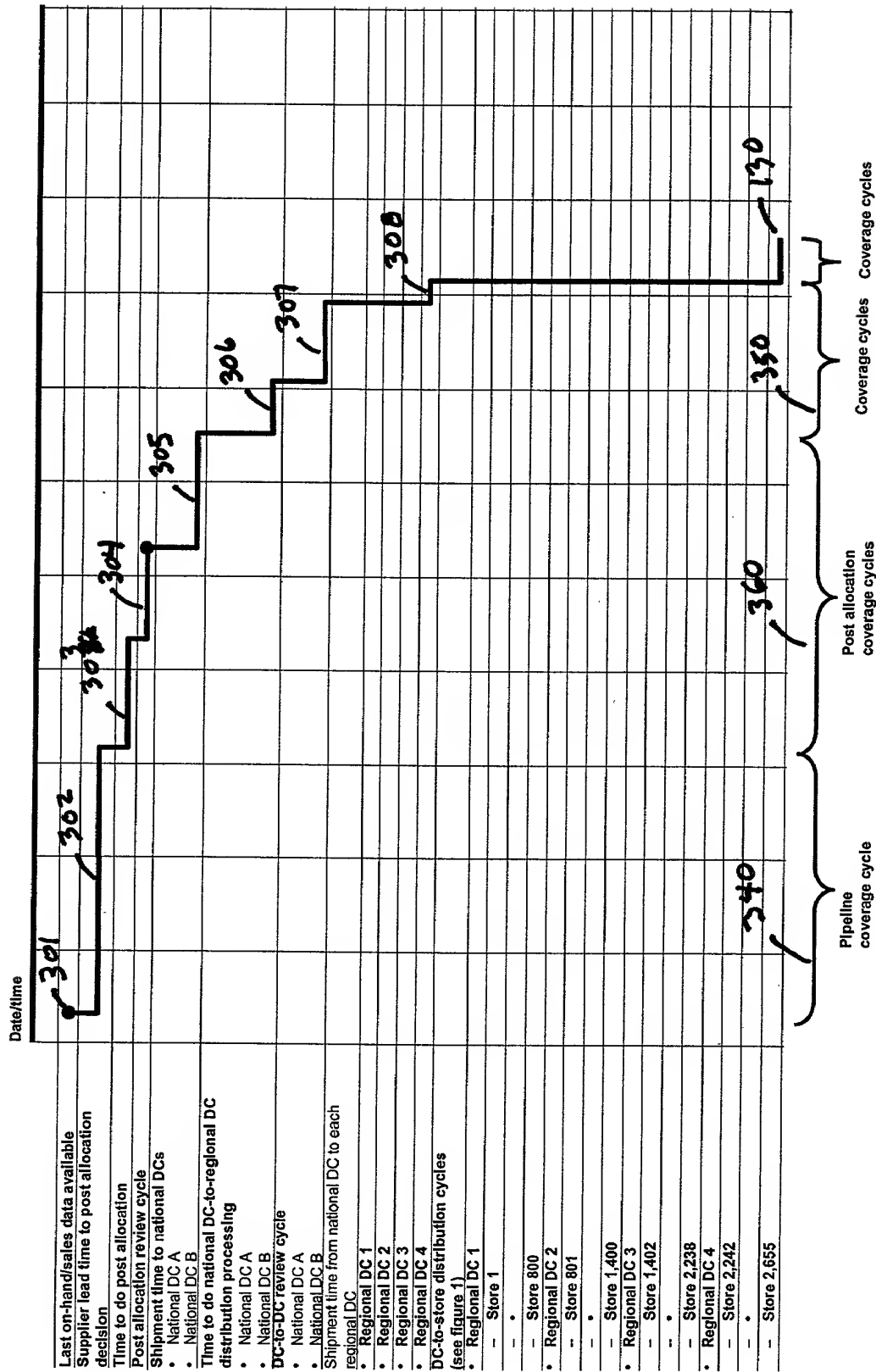


Figure 4

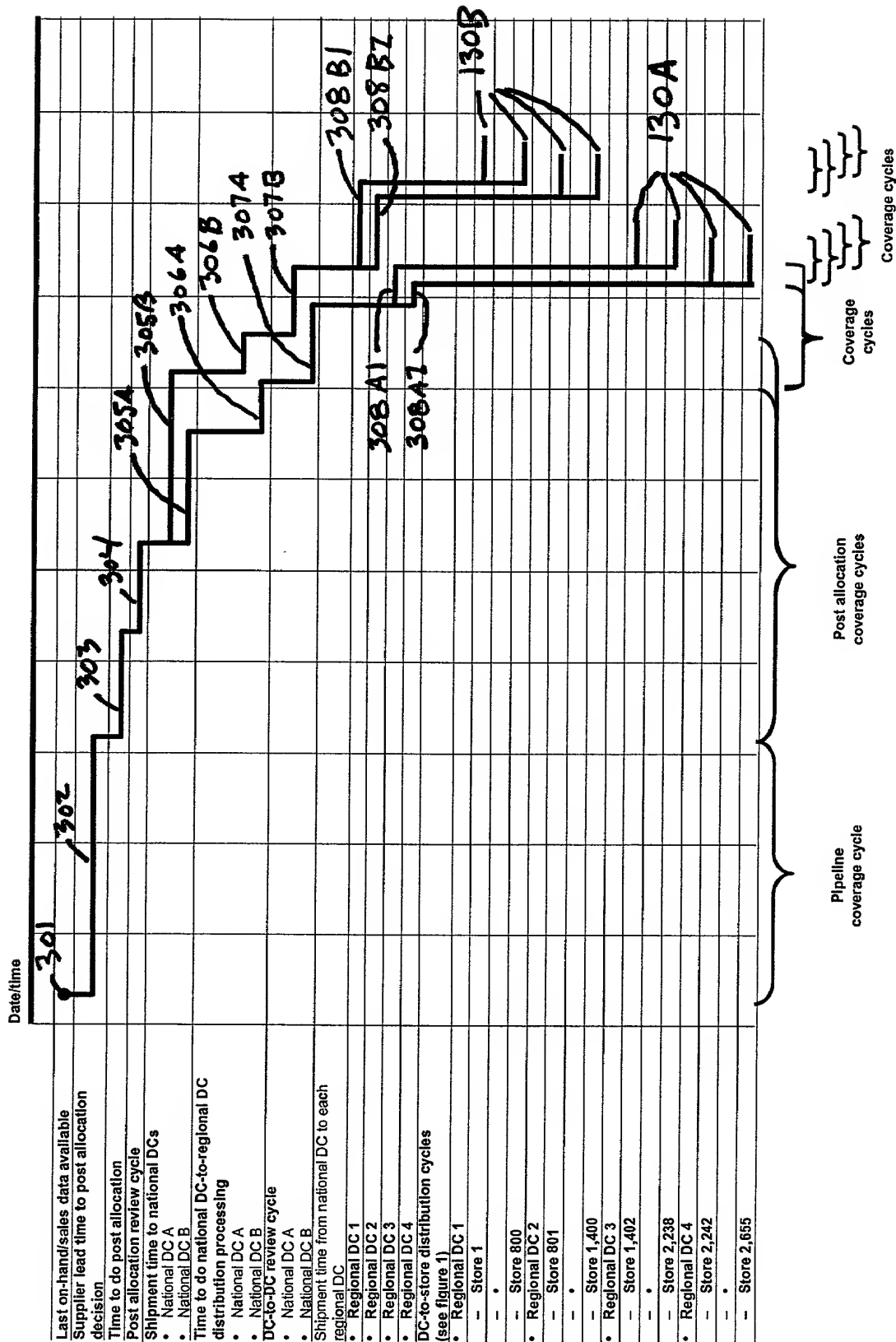
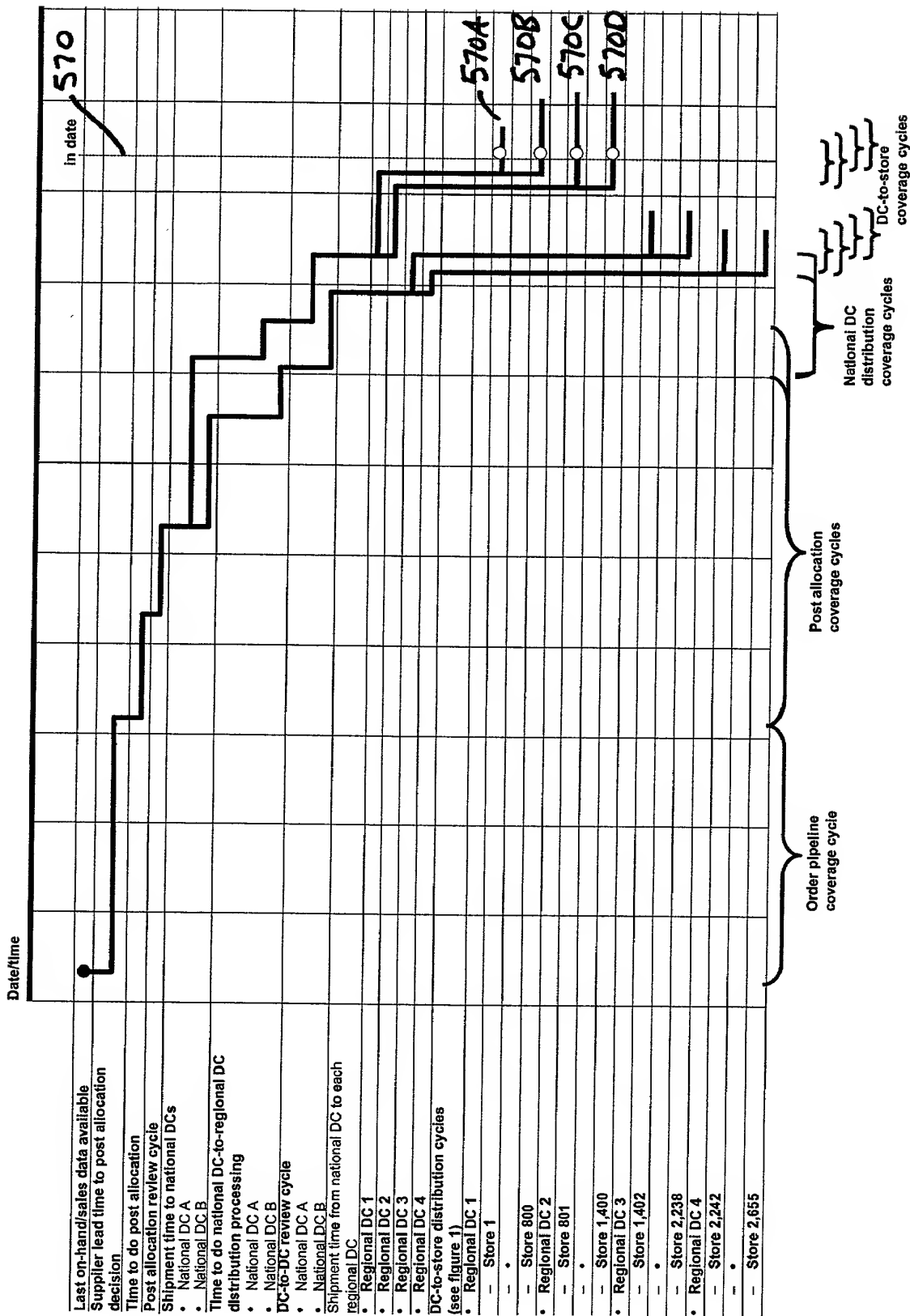


Figure 5



ID	Name
<input type="checkbox"/> 0001	BROADWAY 1
<input type="checkbox"/> 0002	PARAMUS
<input type="checkbox"/> 0003	TYSON'S CORNER
<input type="checkbox"/> 0004	MONTGOMERY MALL
<input type="checkbox"/> 0005	LEXINGTON
<input type="checkbox"/> 0006	NEW MADISON AVENUE
<input type="checkbox"/> 0007	BROADWAY 2
<input type="checkbox"/> 0008	ROCKAWAY
<input type="checkbox"/> 0009	GEORGETOWN
<input type="checkbox"/> 0010	EMERALD SQUARE
<input type="checkbox"/> 0011	WOODBIDGE
<input type="checkbox"/> 0012	MALL OF NEW HAMPSHIRE

ID	Name
<input type="checkbox"/> 2	MASK FACE PASSION FLWR 3.5oz.
<input type="checkbox"/> 8	COND ICE BLUE 8.4oz
<input type="checkbox"/> 9	COND ICE BLUE 16.9oz
<input type="checkbox"/> 10	HAIR SPRAY DETANGLING (H*)
<input type="checkbox"/> 14	HAIR BALM STRAIGHTEN
<input type="checkbox"/> 16	HAIR CRM NO FRIZZ STYLING 3.4
<input type="checkbox"/> 17	HAIR FRSNR FRESHEN UP 3.4oz(H)
<input type="checkbox"/> 18	HAIR WAX GLOSS OVER GLOSSING
<input type="checkbox"/> 19	ORCHID & CALENDULA FRESHR 4.2
<input type="checkbox"/> 20	HAIR SERUM SMOOTH OVER 1.7(H)*
<input type="checkbox"/> 21	HAIR GEL HOLD TIGHT 3.4oz

Search: \_\_\_\_\_

All Products

View Product Tree View Other Trees

Selected All

In Date Out Date Last PO Receive Date

1/2/2001 11/15/2001 10/30/2001

Add Change Delete List Close

Bluefire Menu - [E51 Coverage Cycle Maintenance]

File

Basic

Fashion

Markdown

Presentation

Promo

Planning

System

Data

Reports

Window

All Products

Search:

2

8

9

10

14

16

17

18

19

20

21

MASK FACE PASSION FLWR 3.5oz

COND ICE BLUE 8.4oz

COND ICE BLUE 16.9oz

HAIR SPRAY DETANGLING (H\*)

HAIR BALM STRAIGHTEN

HAIR CRM NO FRIZZ STYLING 3.4

HAIR FRSNR FRESHEN UP 3.4oz(H)

HAIR WAX GLOSS OVER GLOSSING

ORCHID & CALENDULA FRESHNR 4.2

HAIR SERUM SMOOTH OVER 1.7(H)

HAIR GEL HOLD TIGHT 3.4oz

View Product Tree

All Locations

Search:

0001

0002

0003

0004

0005

0006

0007

0008

0009

0010

0011

BROADWAY 1

PARAMUS

TYSON'S CORNER

MONTGOMERY MALL

LEXINGTON

NEW MADISON AVENUE

BROADWAY 2

ROCKAWAY

GEORGETOWN

EMERALD SQUARE

WOODBIDGE

View Location Tree

By Location:

Level:

Coverage Cycle:

Lead time:

By Product and Location

Activity Type:

Review Cycle:

Data Lag:

Save

List

Close

Figure 7

Figure 8

FORECAST STOCKOUT CORRECTION EXAMPLE - SINGLE STORE																			
Coverage cycle	=	17 days																	
Coverage cycle forecast sales	=	25 units (pre stockout correction)																	
Store starting on hand	=	5 units																	
Store starting intransit	=	0 units																	
Day																			
	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	Total
On hand (end of day)	5	4	3	2	1	0	0	0	0	0	0	++	++	++	++	++	++	++	
Intransit (end of day)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Distribution arrival (beginning of day)												XX							
Forecast sales (100% instock)	1	1	1	1	1	1	1	2	2	2	2	3	3	1	1	1	1	1	25
Forecast sales (stockout corrected)	1	1	1	1	1	1	0	0	0	0	0	3	3	1	1	1	1	1	16



Figure 9

FORECAST STOCKOUT CORRECTION EXAMPLE - SINGLE STORE WITH BACKORDER CONVERSION																					
Coverage cycle	=	17 days																			
Coverage cycle forecast sales	=	25 units (pre stockout correction)																			
Store starting on hand	=	5 units																			
Store starting intransit	=	0 units																			
Stockout to backorder conversion	=	33 percent																			
Day	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	Total		
On hand (end of day)	5.0	4.0	3.0	2.0	1.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	25.0	
Intransit (end of day)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	16.0	
Distribution arrival (beginning of day)												XX								19.0	
Forecast sales (100% instock)	1.0	1.0	1.0	1.0	1.0	1.0	2.0	2.0	2.0	3.0	3.0	3.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	25.0	
Forecast sales (stockout corrected)	1.0	1.0	1.0	1.0	1.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	3.0	1.0	1.0	1.0	1.0	1.0	1.0	16.0	
Forecast sales (with backorder conversion)	1.0	1.0	1.0	1.0	1.0	0.3	0.7	0.7	0.7	3.0	3.0	3.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	19.0	
Forecast sales (with backorder conversion and backorder delivery lag)	1.0	1.0	1.0	1.0	1.0	0.0	0.0	0.0	0.0	0.0	6.0	3.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	19.0	



Figure 11

